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**An Open-label, Randomized,
Parallel Group, Controlled
Study to Evaluate Changes in
Biomarkers of Cigarette Smoke
Exposure and Biomarkers of
Potential Harm in Adult
Smokers Who Completely
Switch to Using e-Vapor
Products for 12 Weeks**



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All data extracted from ALCS-RA-16-06-EV (Sept. 07, 2018) clinical study report

Primary Objective

Compare absolute changes in selected biomarkers from Baseline to End of Study between adult smokers who continue to smoke conventional cigarettes and adult smokers who have completely switched to the test e-vapor products for 12 weeks



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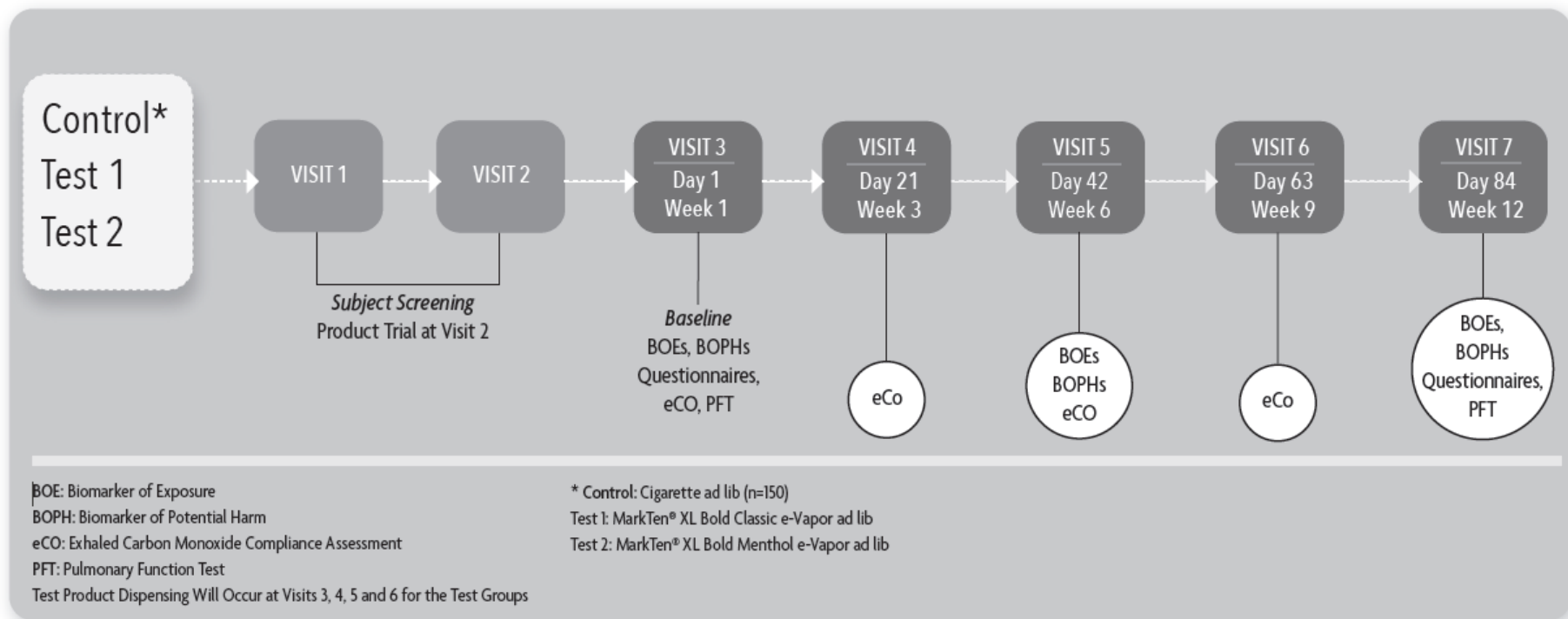
Study Products



Product	Nicotine (% by weight)	Nicotine ^a (mg/puff)
Classic Bold	4.0	0.20
Menthol Bold	4.0	0.23

^a Based on 5s puff duration, 50mL puff volume and 30s inter-puff-interval

12 Week e-Vapor Switching Study



Key Measurements

Biomarkers of Exposure

Biomarker	Constituent	FDA Classification
Total NNAL	NNK	Carcinogen
Carboxyhemoglobin (COHb)	Carbon Monoxide	Reproductive or Developmental Toxicant
Nicotine Equivalents (nicotine and 5 metabolites)	Nicotine	Reproductive or Developmental Toxicant, Addictive

Biomarkers of Potential Harm

Biomarker	Indication
White Blood Cells (WBC)	Inflammation
High-density lipoprotein cholesterol (HDL-C)	Cardiovascular Risk
8-Epi-prostaglandin F2 α (8-epi-PG F2 α)	Oxidative Stress
11-Dehydrothromboxane B2 (11-DTX B2)	Platelet Activation
Soluble intercellular adhesion molecule-1 (sICAM-1)	Endothelial Function



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Demographics

Trait	Category/Statistics	Classic Bold	Menthol Bold	Control	Overall
		(n=151)	(n=150)	(n=149)	(n=450)
Gender	Female	74 (49%)	75 (50%)	73 (49%)	222 (49%)
	Male	77 (51%)	75 (50%)	76 (51%)	228 (51%)
Race	White/Caucasian	103 (68%)	111 (74%)	106 (71%)	320 (71%)
	Black or African American	44 (29%)	37 (25%)	38 (26%)	119 (26%)
	Other	4 (3%)	2 (1%)	5 (3%)	11 (2%)
Age (yrs)	Mean	43.9 (SD±8.5)	44.1 (SD±9.3)	44.4 (SD±10.0)	44.1 (SD±9.2)
BMI (kg/m ²)	Mean	27.8 (SD±5.1)	27.9 (SD±5.2)	27.7 (SD±5.0)	27.8 (SD±5.1)



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Tobacco History

		Classic Bold	Menthol Bold	Control	Overall
	n	151	150	149	450
Cigarettes per Day	mean	18.2 (SD±5.7)	17 (SD±5.2)	17.4 (SD±5.8)	17.5 (SD±5.6)
Years Smoked	mean	24.1 (SD±8.3)	25 (SD±9.5)	24.5 (SD±9.8)	24.5 (SD±9.2)



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Study Product Use

Cigarettes per Day



Average Cartridges per Day		
Group		Week 12
Classic Bold	N	120
	Mean	1.44
	SD	0.979
Menthol Bold	N	122
	Mean	1.31
	SD	0.831

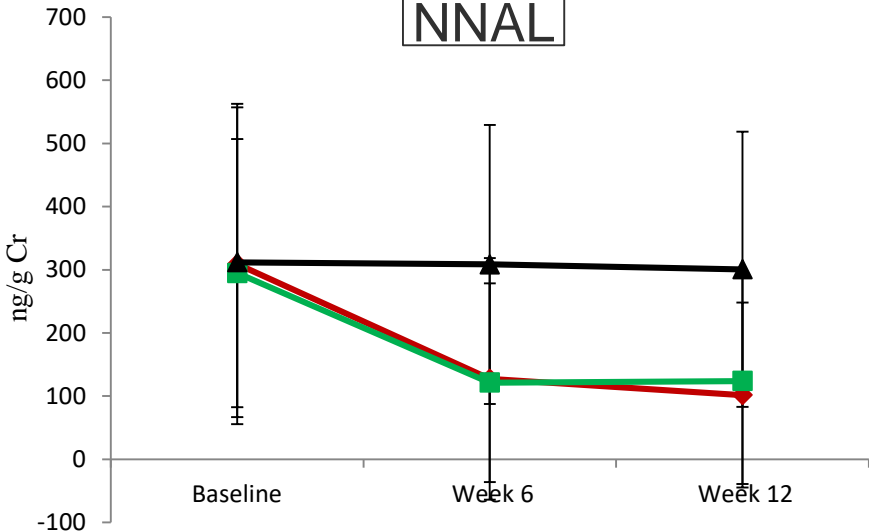
- ◆ Classic Bold
- Menthol Bold
- ▲ Control

Compliance With Test Product Use

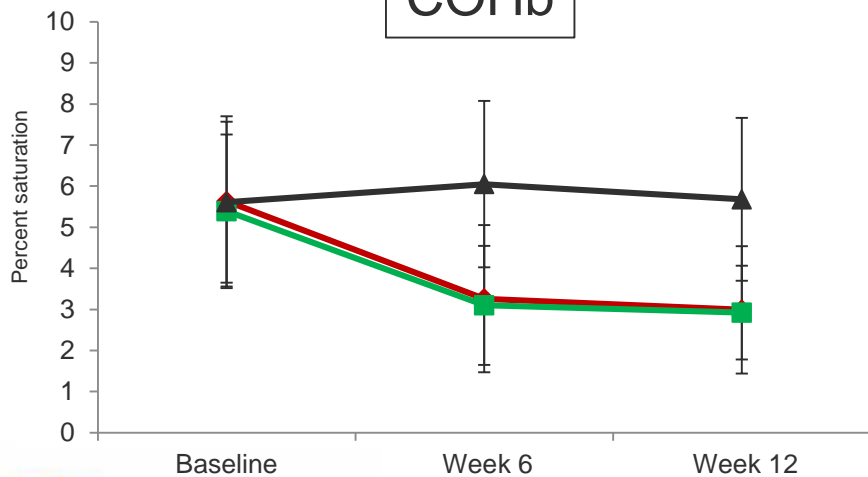
Group	Week	N	eCO Category n (%)		
			≤5	>5 - ≤8	>8
Classic Bold	Baseline	146	10%	4%	86%
	3	136	63%	13%	24%
	6	124	75%	10%	15%
	9	116	68%	15%	17%
	12	112	68%	12%	21%
Menthol Bold	Baseline	147	4%	12%	84%
	3	134	60%	14%	25%
	6	126	71%	13%	16%
	9	123	67%	10%	24%
	12	121	64%	17%	19%
Control	Baseline	147	8%	10%	82%
	12	129	4%	9%	87%

Biomarkers of Exposure

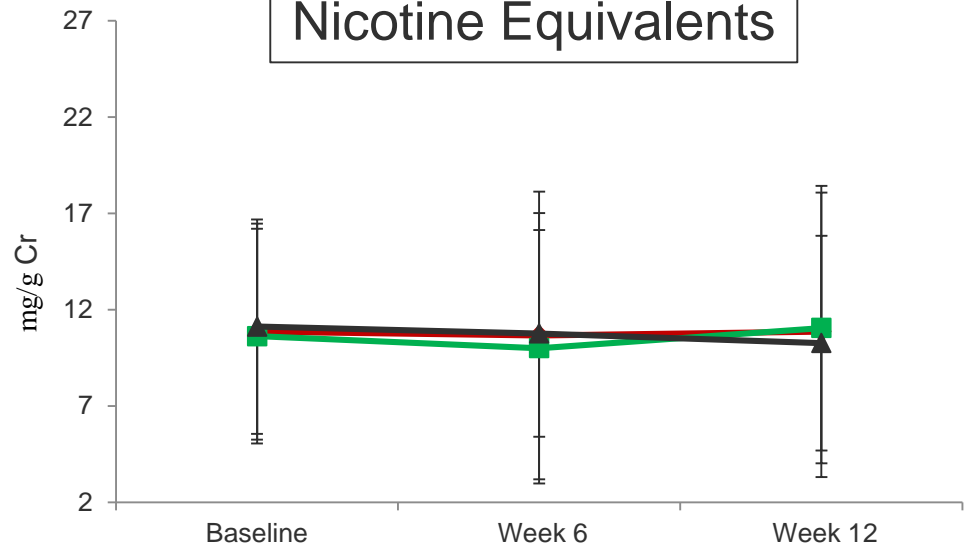
NNAL



COHb



Nicotine Equivalents



- ◆ Classic Bold
- Menthol Bold
- ▲ Control

Arithmetic Means \pm SD



Biomarkers of Exposure

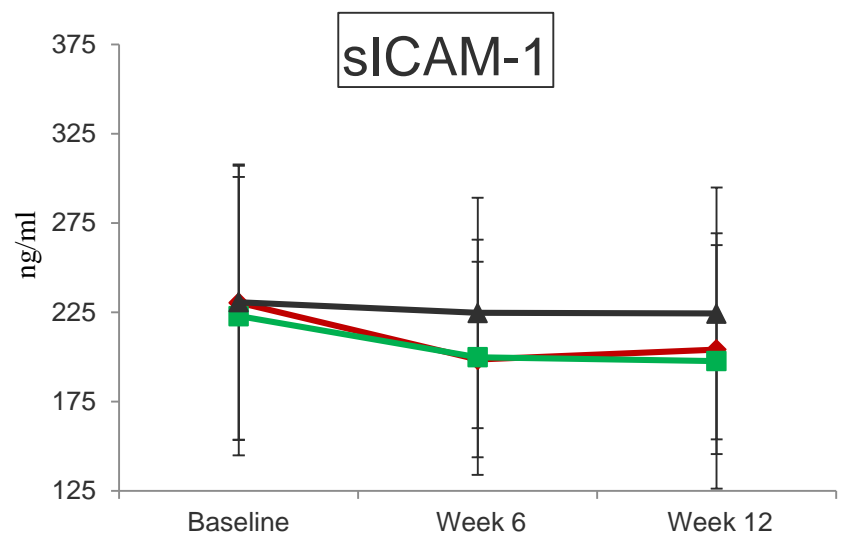
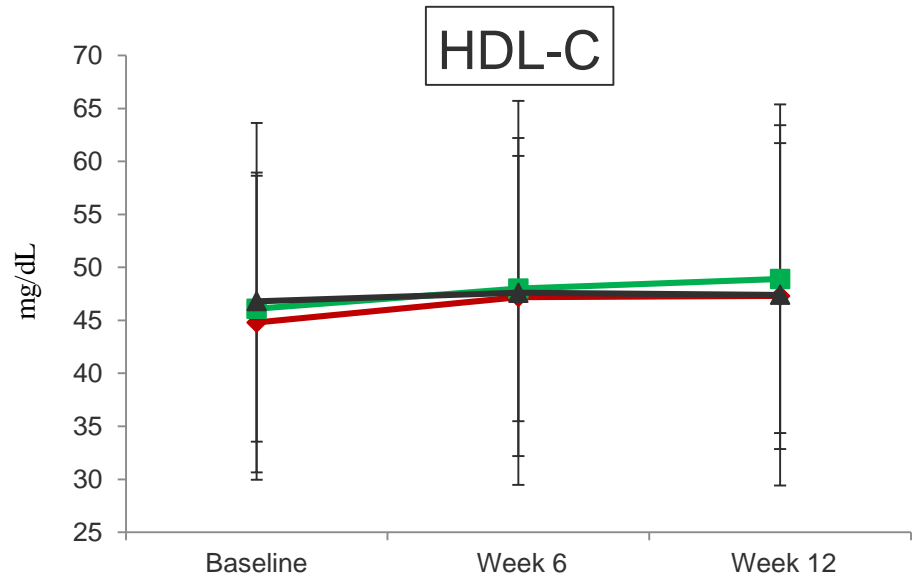
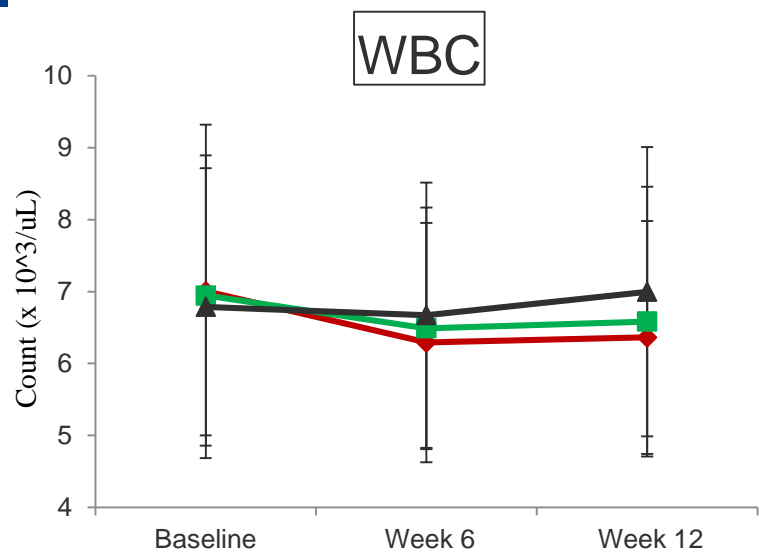
	Absolute Change from Baseline to 12 Weeks				
	LS Means				
Biomarker	Group	Test (n)	Control (n)	LS Mean Difference (Test - Control)	p-value[^]
Urine Total NNAL (ng/g Cr)	Classic Bold	-184.391 (112)	-7.764 (128)	-176.627	<.0001
	Menthol Bold	-161.576 (120)	-7.764 (128)	-153.812	<.0001
Whole Blood COHb (% Saturation)	Classic Bold	-2.415 (111)	0.099 (128)	-2.514	<.0001
	Menthol Bold	-2.486 (120)	0.099 (128)	-2.586	<.0001
Nicotine Equivalents (mg/g Cr)	Classic Bold	0.277 (112)	-0.699 (127)	0.977	0.3280
	Menthol Bold	0.525 (119)	-0.699 (127)	1.225	0.1367



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Biomarkers of Potential Harm

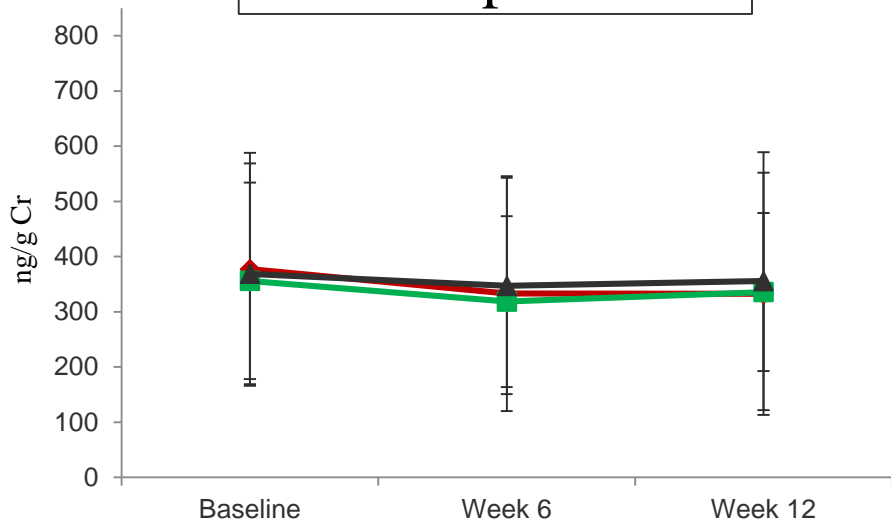


- ◆ Classic Bold
- Menthol Bold
- ▲ Control

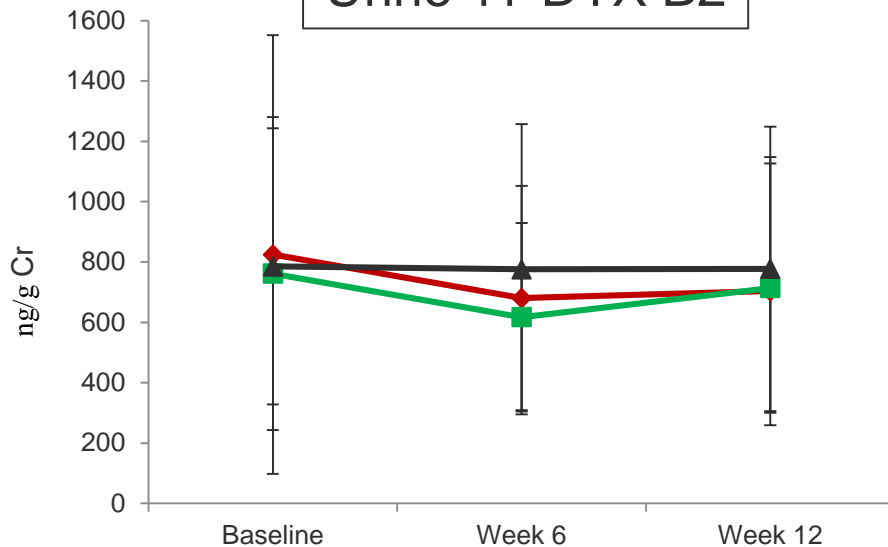
Arithmetic Means ±SD

Biomarkers of Potential Harm

Urine 8-epi-PG F2 α



Urine 11-DTX B2



- Classic Bold
- Menthol Bold
- Control



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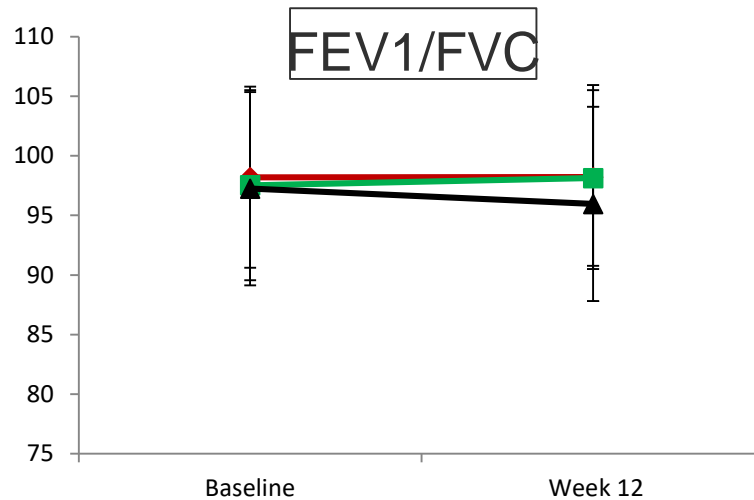
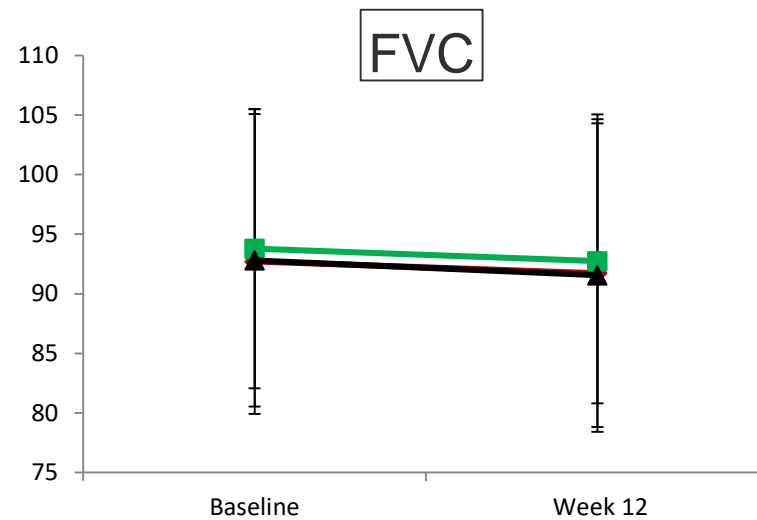
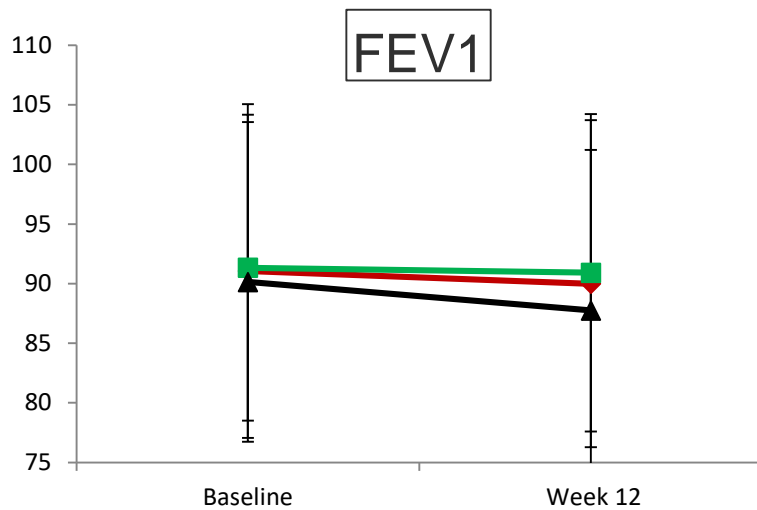
Arithmetic Means \pm SD

Biomarkers of Potential Harm

Biomarker	Absolute Change from Baseline to 12 Weeks					
	LS Means				LS Mean Difference (Test - Control)	p-value [^]
	Group	Test (n)		Control (n)		
Whole Blood WBC Count (x 10 ³ /uL)	Classic Bold	-0.686 (110)		0.111 (128)	-0.797	0.0002
	Menthol Bold	-0.342 (119)		0.111 (128)	-0.453	0.0639
	Both e-Vapor Groups	-0.514 (229)		0.111 (128)	-0.625	0.0001
Urine 11-DTX B2 (ng/g Cr)	Classic Bold	-74.904 (110)		-2.635 (125)	-72.269	0.4543
	Menthol Bold	-62.755 (120)		-2.635 (125)	-60.120	0.6061
	Both e-Vapor Groups	-68.830 (230)		-2.635 (125)	-66.194	0.1242
Plasma sICAM-1 (ng/mL)	Classic Bold	-25.921 (111)		-5.902 (129)	-20.019	0.0005
	Menthol Bold	-26.899 (120)		-5.902 (129)	-20.997	0.0002
	Both e-Vapor Groups	-26.410 (231)		-5.902 (129)	-20.508	<.0001
Serum HDL-C (mg/dL)	Classic Bold	3.468 (110)		1.778 (128)	1.690	0.3934
	Menthol Bold	3.329 (119)		1.778 (128)	1.552	0.4576
	Both e-Vapor Groups	3.399 (229)		1.778 (128)	1.621	0.0849
Urine 8-epi-PG F2 α (ng/g Cr)	Classic Bold	-31.350 (111)		-4.759 (128)	-26.591	0.5234
	Menthol Bold	-18.096 (120)		-4.759 (128)	-13.337	0.9331
	Both e-Vapor Groups	-24.723 (231)		-4.759 (128)	-19.964	0.2444



Spirometry (percent predicted)



- Classic Bold
- Menthol Bold
- Control

Arithmetic Means \pm SD

Spirometry (percent predicted)

Absolute Change from Baseline to 12 Weeks					
Pulmonary Function Parameter	Comparison	LS Means		LS Mean Difference (Test - Reference)	p-value
		Test (n)	Reference (n)		
Percentage of Predicted FEV1 (%)	Classic Bold	-1.04 (100)	-2.46 (115)	1.42	0.0839
	Menthol Bold	-0.37 (112)	-2.46 (115)	2.10	0.0089
	Both e-Vapor Groups	-0.71 (212)	-2.46 (115)	1.76	0.0119
Percentage of Predicted FVC (%)	Classic Bold	-1.00 (100)	-1.26 (115)	0.26	0.7101
	Menthol Bold	-1.03 (112)	-1.26 (115)	0.24	0.7325
	Both e-Vapor Groups	-1.01 (212)	-1.26 (115)	0.25	0.6781
Percentage of Predicted FEV1/FVC (%)	Classic Bold	0.12 (100)	-1.36 (115)	1.48	0.0136
	Menthol Bold	0.58 (112)	-1.36 (115)	1.94	0.0009
	Both e-Vapor Groups	0.35 (212)	-1.36 (115)	1.71	0.0008

Overall Summary

Subjects switching to MarkTen® products demonstrated:

- Reduction in cigarette consumption by ~98%
- Significant reduction in BOE (NNAL & COHb)
 - Nicotine exposure remained the same as for cigarettes
- Favorable changes in BOPH
 - WBC and sICAM significantly reduced ($p < 0.001$)
 - HDL, 11-dehydro and 8-epi all showed favorable changes
 - Favorable changes in lung function

Comparable outcomes were observed between the Menthol and Classic Bold MarkTen® products

Conclusions

- Complete switching from cigarettes to MarkTen[®] should reduce the risks of smoking related diseases
- Flavor does not appear to have an impact on the risk reduction potential.
- A 12-week study with the currently available biomarkers along with exclusive use should be sufficient enough to assess the potential health effects of a new tobacco product

